

MULIER BOSTON

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2 PARK STREET · BOSTON

Mr. A. W. Dulles -2-

May 24, 1946.

We will also reduce our percentage in Clause 7 (c) from 15% to 10% since this is, as you say, the regular agent's commission. Our custom has been to take 15% in the case of books for which we own these rights, on the supposition that the publisher performs more than the agent's function pure and simple. However, this is a very minor point, and we are glad to make the change so that the contract may agree exactly with what we told Fretz & Wasmuth.

Before drawing up a revised contract, will you let us know whether it should be made out with the author or with Fretz & Wasmuth as Proprietors? If the contract is to be with the author, shall we add a clause giving Fretz & Wasmuth authorization to receive all sums of money due under the terms of the agreement? In either case we shall have to deduct 30% income tax.

I appreciate your kindness in handling these matters for us. I shall be glad to communicate direct with Fretz & Wasmuth from now on to save you the time and trouble of acting as middleman.

Sincerely yours,

Paul Brooks
Editor-in-Chief

PB:GR